

Testimony of David Pohorylo
for Appointment to the Connecticut Port Authority Board of Directors
before the Executive and Legislative Nominations Committee
February 9, 2016

Good afternoon to the committee co-chairs, Senator Duff and Representative Janowski, and to all the members of the committee. I thank you for the opportunity to speak with you today regarding my appointment to the Board of Directors of the Connecticut Port Authority.

My name is David Pohorylo, and I and my wife have resided in the town of Monroe, Connecticut for the past 30 years. Professionally, I am the President and CEO of New England Shipping Company, a ship agency and management company, headquartered in Milford, Connecticut. New England Shipping also maintains satellite offices in New London, CT, Albany, NY and Port Newark, NJ.

My entire career has been spent in the maritime industry, commencing in 1974 when I joined the Swedish based Brostrom Group's North American Division in New York City as a staff accountant. Brostrom operated a fleet of 450 diverse vessels trading worldwide. I worked in several of Brostrom's divisions in New York City and Gothenburg, until leaving the group in 1986, having attained the position of Chief Financial Officer of Brostrom's Atlantrafik Express Service. I returned to my native Connecticut to manage a container/general cargo liner service calling U.S. East Coast and Gulf ports including Bridgeport and New Haven. In 1991 I founded New England Shipping, which originally concentrated on vessels calling Connecticut ports and has since expanded and operates in all ports in the Northeast United States, in addition to Maryland, Virginia, Georgia and Florida. Presently, I am the longest sitting Connecticut State Pilot Commissioner and I also serve as the Chairman of the Connecticut Maritime Coalition, a State cluster organization which has been the voice of the maritime industry to the State of Connecticut since its inception in 1999. I possess a thorough knowledge of the commercial maritime industry, a thorough knowledge of Connecticut's three deep water ports and the cargo past and present moving through them, as well as a thorough knowledge of our competing ports to the north and south. I have worked with over a dozen State, County and City Port Authorities and am able to ascertain and analyze why some are successful and some are not.

Connecticut's three deep water ports are an asset that any state would treasure. Our ports are very unique in comparison to most others in the United States, as all facilities here, with the exception of one, are privately owned. Cargo volumes into Connecticut ports have steadily declined over the past 20 years. However, the cargo still moves into our state, over our highways but not through our ports. Please note that a modest shipment of 5,000 tons of finished steel products by vessel is the equivalent of 250 trucks on our highways. Connecticut's terminal operators have worked hard to market their facilities, but our northern and southern neighbors have had the competitive advantage of having port authorities whose services have been utilized in assisting them to develop more effective marketing strategies. We need to do the same here in Connecticut, and we need to do it better and smarter than our competition. The Port Strategy Study done by Moffatt & Nichol in 2012 echoes this approach.

I look forward to the commencement of the Connecticut State Port Authority with great enthusiasm and feel all of us here now have the opportunity to be a part of the renaissance of our ports. The time to get started is now. I am honored to be presented with the opportunity to continue to serve our state, and I welcome any questions that the committee may have.